

Message Text

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INFO OCT-01 ISO-00 /001 R

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TO AMEMBASSY MOSCOW NIACT IMMEDIATE

S E C R E T STATE 238354

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E.O. 11652: GDS

TAGS: ETRD, EEWT, UR, US

SUBJECT: GRAIN/OIL NEGOTIATIONS

REF: MOSCOW 14239

FOR UNDER SECRETARY ROBINSON

1. NO FINAL INSTRUCTIONS FORTHCOMING UNTIL TUESDAY AFTER-
NOON OUR TIME. HOWEVER, DIRECTION OF THINKING HERE IS TO
NEGOTIATE AGREEMENTS FOR BOTH GRAIN AND OIL THAT INCLUDE
VISIBLE BENEFITS FOR THE UNITED STATES.

2. PENDING FURTHER REVIEW HERE YOU SHOULD CONTINUE TO WORK
TOWARD A GRAIN DEAL, BUT ONLY ON A TENTATIVE BASIS. IF
NECESSARY, IT NEED NOT RPT NOT CONTAIN REFERENCE TO STOCK
BUILDING NOR TO INFORMATION EXCHANGE. IT MAY CONTAIN SOVIET
FORMULATION OF QUOTE APPROXIMATELY EQUAL PROPORTIONS UNQUOTE
OF WHEAT AND CORN. ALTHOUGH THERE WAS OPPOSITION IN THE
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SIEDMAN WORKING GROUP, YOU CAN ALSO CONTINUE DISCUSSION OF

YOUR PROPOSED VERSION OF THE U.S. AND SOVIET ESCAPE
CLAUSES.

3. DIRECTION OF THINKING ON OIL IS THAT GRAINS DEAL SHOULD
BE CONDITIONAL UPON AGREEMENT BY SOVIETS TO AN OIL PRICE
DISCOUNT OF NO LESS THAN FIFTEEN (15) PERCENT. THIS AGRE-
EMENT COULD BE CONFIDENTIAL, PERHAPS IN A LETTER SEPARATE

FROM THE LETTER OF INTENT. STATEMENT THAT PRICES WILL BE
QUOTE MUTUALLY AGREED UNQUOTE COULD BE RETAINED IN LETTER
OF INTENT, PROVIDED SECOND WRITTEN DOCUMENT STIPULATING
FIFTEEN (15) PERCENT PRICE DISCOUNT WAS OBTAINED.

4. POSSIBILITY OF SUSPENSION OF TALKS ALSO BEING CONSID-
ERED, BUT UNTIL FURTHER INSTRUCTIONS ARE AVAILABLE YOU
SHOULD PROCEED ALONG ABOVE LINES ON TENTATIVE BASIS.

5. ABOVE GUIDANCE AUTHORIZED BY THE SECRETARY AFTER
CONSULTATIONS WITH PRINCIPALS OF SIEDMAN GROUP. KISSINGER

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: INSTRUCTIONS, PETROLEUM, AGREEMENTS, NEGOTIATIONS, GRAINS, CAT-C
Control Number: n/a
Copy: SINGLE
Draft Date: 07 OCT 1975
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: KelleyW0
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1975STATE238354
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: OA
Errors: N/A
Film Number: P840178-2624
From: STATE
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1975/newtext/t19751078/aaaacrjx.tel
Line Count: 80
Locator: TEXT ON-LINE, ON MICROFILM
Office: ORIGIN NODS
Original Classification: SECRET
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: NODIS
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: SECRET
Previous Handling Restrictions: NODIS
Reference: 75 MOSCOW 14239
Review Action: RELEASED, APPROVED
Review Authority: KelleyW0
Review Comment: n/a
Review Content Flags:
Review Date: 13 JUN 2003
Review Event:
Review Exemptions: n/a
Review History: RELEASED <13 JUN 2003 by ShawDG>; APPROVED <29 OCT 2003 by KelleyW0>
Review Markings:

Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
06 JUL 2006

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: GRAIN/OIL NEGOTIATION
TAGS: ETRD, EEWT, UR, US
To: MOSCOW
Type: TE
Markings: Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 06 JUL 2006